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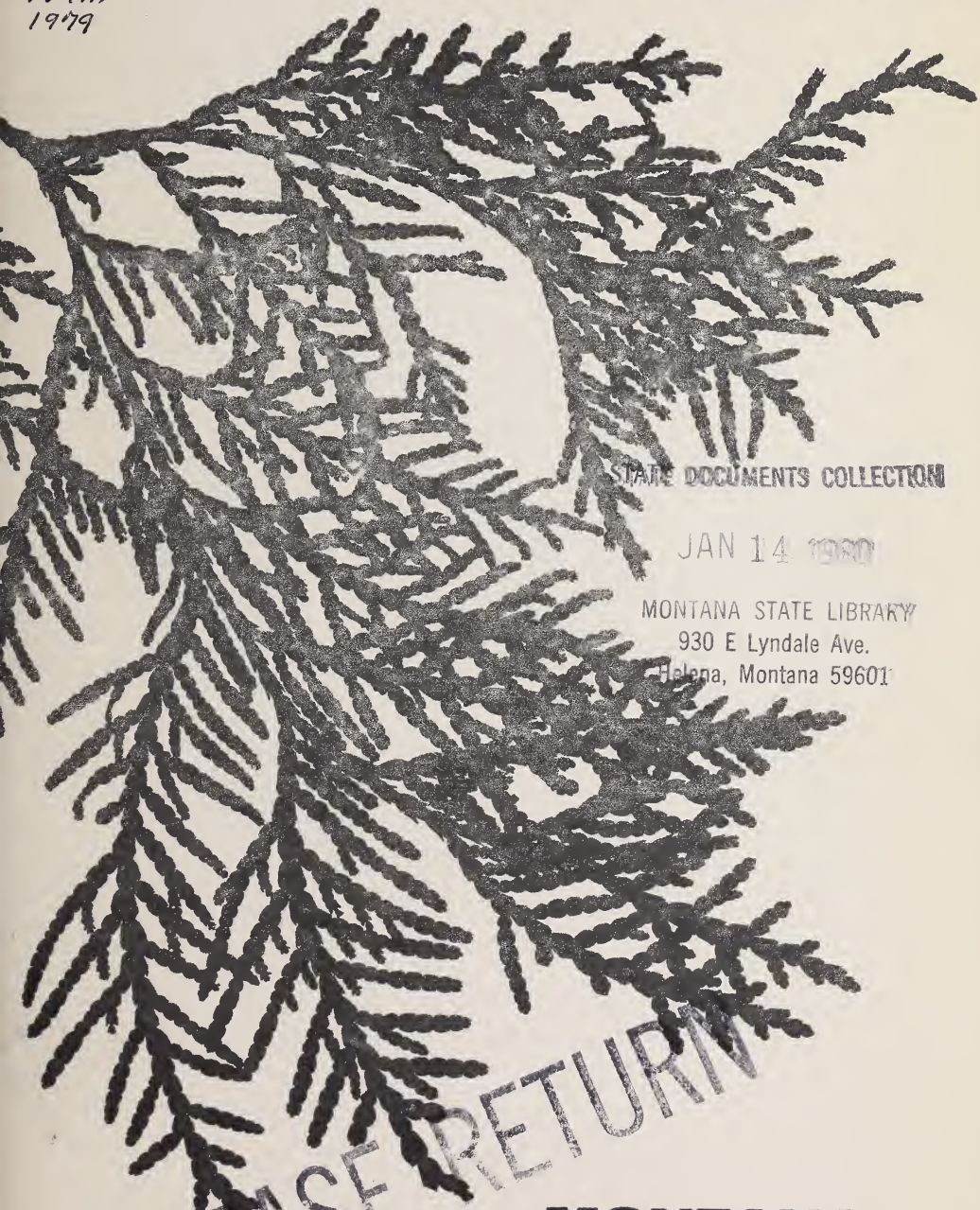

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MONTANA CONSULTANT FORESTERS

MONTANA DEPARTMENT OF NATURAL RESOURCES & CONSERVATION
FORESTRY DIVISION
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This listing is based on a survey of Consulting Foresters done by the USDA Forest Service in cooperation with the Society of American Foresters. It is provided as a public service to private forest landowners and operators. Inclusion here does not imply that the Division of Forestry vouches for the qualifications of these individuals or firms.

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MONTANA
DIVISION OF FORESTRY

CONSULTANT FORESTER POLICY

It is the policy of the Montana Division of Forestry to refer the private landowner to a consulting forester when:

(1) The job to be done involves sale of wood products, appraisals, surveying, contract negotiations and disputes.

(2) The job is too large for the service forester to accomplish in the five mandays per year allotted for such assignments.

(3) The landowner or contractor is capable of paying the fees of a consulting forester and a consultant is available to do the job.

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Robert Loveless
Bob Loveless & Associates
Route 1, Box 80H
Florence, MT 59833

Full Time Consultant

Phone number: 406-273-0383

Years in Operation: 2

Graduate Foresters - 1

Professional Affiliation:
Society of American Foresters

Territory: Northern Idaho and Montana

Services Provided:

- Christmas trees
- Cost and economic studies of forest operations
- Fire protection and prescribed burning
- Forest land management, including silvicultural practices and stand improvement
- Information and communication
- Insect and disease control
- Logging, engineering, including road layout
- Marketing and trade promotion (Forest Products)
- Reproduction surveys
- Surveying and mapping, including aerial photo interpretation and photogrammetry
- Taxation
- Timber inventory and appraisals
- Timberland acquisition and sales
- Tree planting and reforestation
- Urban forestry

Continuing Affiliation with Forest Products Industry?

None

Remarks: Montana registered surveyor

John Bruns
Bruns Enterprises
733 S. Washington Street
Dillon, MT 59725

Full Time Consultant

Phone number: 406-683-4943

Years in Operation: 1

Graduate Foresters - 1

Professional Affiliation:
Society of American Foresters

Territory: Idaho, Montana, and Wyoming

Services Provided:

- Cost and economic studies of forest operations
- Forest land management, including silvicultural practices and stand improvement
- Land use planning
- Logging, engineering, including road layout
- Pulpwood operations
- Timber inventory and appraisal
- Timberland acquisition and sales
- Wood utilization, including harvesting and milling

Continuing Affiliation with Forest Products Industry?
Yes, retained consultant on part-time basis for harvesting, manufacturing, and purchase as well as cost analysis. Company is located in Eastern Montana.

Richard Hansen — Full Time Consultant
Edgewater Timber Service
Box 62
Bayview, ID 83803 — Phone number: 208-693-2262

Years in Operation: 15 — Graduate Foresters - 3

Professional Affiliation:
Society of American Foresters
Association of Consulting Foresters

Territory: Idaho, Montana, Oregon, and Washington

Services Provided:

Cost and economic studies of forest operations
Forest land management, including silvicultural practices and stand improvement
Logging, engineering, including road layout
Recreational land inventory and appraisal
Taxation
Timber inventory and appraisal

Continuing Affiliation with Forest Products Industry?

None

Rich Wininger
Logging Engineer
Forest Engineering International
N 1010 Washington
Spokane, WA 99201

Full Time Consultant

Phone number: 509-326-4227

Years in Operation: 15

Graduate Foresters - 5

Professional Affiliation:

Society of American Foresters
Professional Engineering Society

Territory: Alaska, California, Idaho, Montana, New Mexico, Oregon, and Washington

Services Provided:

Cost and economic studies of forest operations
Logging, engineering, including road layout
Surveying and mapping, including aerial photo interpretation and photogrammetry
Watershed management
Wood utilization, including harvesting and milling

Continuing Affiliation with Forest Products Industry?

Yes--Investigation of Logging Engineering Problems

Joel L. Frykmann
1067 Henderson Drive
Ogden, UT 84404

Part Time Consultant (7%)

Phone number: 801-393-4589

Years in Operation: 11

Graduate Foresters - 1

Professional Affiliation:
Society of American Foresters

Territory: Arizona, Colorado, Idaho, Montana, Utah, and Wyoming

Services Provided:

- Cost and economic studies of forest operations
- Forest land management, including silvicultural practices and stand improvement
- Information and communication
- Land use planning
- Timber inventory and appraisal
- Wood utilization, including harvesting and milling

Continuing Affiliation with Forest Products Industry?

None

Clifford Wylie Full Time Consultant
Green Gold Forest Land Management
1108 Elm Street
Sandpoint, ID 83864 Phone number: 208-263-2970

Years in Operation: 10 Graduate Foresters - 1

Professional Affiliation:
Society of American Foresters

Territory: Idaho, Montana, Washington, and Canada

Services Provided:

- Christmas trees
- Cost and economic studies of forest operations
- Forest land management, including silvicultural practices and stand improvement
- Logging, engineering, including road layout
- Reproduction surveys
- Timber inventory and appraisal
- Watershed management
- Wood utilization, including harvesting and milling

Continuing Affiliation with Forest Products Industry?

None

Charles Lawrence — Part Time Consultant (30%)
H & L Forestry Consulting
1422 Utah Avenue
Libby, MT 59923 — Phone number: 406-293-7687

Years in Operation: 1 — Graduate Foresters - 1

Professional Affiliation:

Territory: Idaho panhandle & Northwest Montana

Services Provided:

- Fire protection and prescribed burning
- Forest land management, including silvicultural practices and stand improvement
- Logging, engineering, including road layout
- Reproduction surveys
- Timber inventory and appraisals

Continuing Affiliation with Forest Products Industry?

None

Ron Kazmierczak
Route 1, Box 19
Thompson Falls, MT 59873

Full Time Consultant

Phone number: 406-827-3683

Years in Operation: 1

Graduate Foresters - 1

Professional Affiliation:

Society of American Foresters
M. L. A.

Territory: Idaho, Montana--(300 mile radius of Thompson Falls)

Services Provided:

Cost and economic studies of forest operations
Forest land management, including silvicultural practices and stand improvement
Land use planning
Logging, engineering, including road layout
Marketing and trade promotion (Forest Products)
Pulpwood operations
Timber inventory and appraisals
Timberland acquisition and sales
Wood utilization, including harvesting and milling

Continuing Affiliation with Forest Products Industry?

Yes--Log buyers, pulpwood dealer, sales administrator

Jeff Bryan — Full Time Consultant
Lone Tree Enterprises
824 Norman Lane
Missoula, MT 59801 — Phone number: 406-721-2625

Years in Operation: 1 — Graduate Foresters - 1

Professional Affiliation:
Society of American Foresters

Territory: Western Montana

Services Provided:

- Arboriculture and tree maintenance
- Christmas trees
- Forst land management, including silvicultural practices and stand improvement
- Game, wildlife and fish management
- Logging, engineering, including road layout
- Reproduction surveys
- Timber inventory and appraisal
- Timberland acquisition and sales
- Tree planting and reforestation
- Urban forestry
- Watershed management

Continuing Affiliation with Forest Products Industry?

None

Terry Thorpe — Full Time Consultant
Montana Forest Management
Canyon Route, Box 150 — Phone number: 406-995-4862
Gallatin Gateway, MT 59730

Years in Operation: 2 — Graduate Foresters - 1

Professional Affiliation:
Society of American Foresters

Territory: Idaho, Montana, North Dakota, South Dakota, and Wyoming
Inland Empire Northern Rocky Mountain

Services Provided:

- Fire protection and prescribed burning
- Forest land management, including silvicultural practices and stand improvement
- Information and communication
- Logging, engineering, including road layout
- Marketing and trade promotion (Forest Products)
- Pulpwood operations
- Reproduction surveys
- Surveying and mapping, including aerial photo interpretation and photogrammetry
- Timber inventory and appraisal
- Tree planting and reforestation
- Wood utilization, including harvesting and milling

Continuing Affiliation with Forest Products Industry?

None

George Chaffee
Montane Land Service
Box 124
Clancy, MT 59634

Full Time Consultant

Phone number: 406-933-5565

Years in Operation: 7

Graduate Foresters -

Professional Affiliation:
American Society of Farm Managers and Rural Appraisers

Territory: Montana

Services Provided:

- Forest land management, including silvicultural practices and stand improvement
- Game, wildlife and fish management
- Information and communication
- Land use planning
- Natural history interpretation
- Range management
- Recreational land inventory and appraisals
- Surveying and mapping, including aerial photo interpretation and photogrammetry
- Timber inventory and appraisals

Continuing Affiliation with Forest Products Industry?

None

Charles H. Hawkins, III — Full Time Consultant
Rocky Mountain Forestry
P. O. Box 503 — Phone number: 406-547-3803
White Sulphur Springs, MT 59645

Years in Operation: 1 — Graduate Foresters - 1

Professional Affiliation:
Society of American Foresters
American Forestry Association

Territory: Northern Rocky Mountains

Services Provided:

Cost and economic studies of forest operations
Forest land management, including silvicultural practices and stand improvement
Logging, engineering, including road layout
Timber inventory and appraisal
Timber sale administration

Continuing Affiliation with Forest Products Industry?

None

Bob Steele
Mill Creek Road
Lolo, MT 59847

Part Time Consultant (30%)

Phone number: 406-273-6222

Years in Operation: 20

Graduate Foresters - 1

Professional Affiliation:

Society of American Foresters

Territory: Idaho and Montana

Services Provided:

- Fire protection and prescribed burning
- Forest land management, including silvicultural practices and stand improvement
- Logging, engineering, including road layout
- Reproduction surveys
- Surveying and mapping, including aerial photo interpretation and photogrammetry
- Timber inventory and appraisals

Continuing Affiliation with Forest Products Industry?

None

John Rake — Full Time Consultant
Timberline Foresters, Inc.
407 Wood Street
Ft. Collins, CO 80521 — Phone number: 303-221-3287

Years in Operation: 1 — Graduate Foresters - 3

Professional Affiliation:
Society of American Foresters

Territory: Arizona, Colorado, Idaho, Montana, New Mexico, Utah, and Wyoming

Services Provided:

- Forest land management, including silvicultural practices and stand improvement
- Insect and disease control
- Reproduction surveys
- Surveying and mapping, including aerial photo interpretation and photogrammetry

Continuing Affiliation with Forest Products Industry?

None

James Blaine — Full Time Consultant
Timber Services, Inc.
Route 1, Box 438
Rathdrum, ID 83858 — Phone number: 208-687-0388

Years in Operation: 4 — Graduate Foresters - 2

Professional Affiliation:
Society of American Foresters
Association of Consulting Foresters

Territory: Alaska, Idaho, Montana, Washington, Canada

Services Provided:

Cost and economic studies of forest operations
Forest land management, including silvicultural practices and stand improvement
Logging, engineering, including road layout
Marketing and trade promotion (Forest Products)
Pulpwood operations
Recreational land inventory and appraisals
Timber inventory and appraisals
Timberland acquisition and sales
Wood utilization, including harvesting and milling

Continuing Affiliation with Forest Products Industry?

None

Chuck Waterman
Box 783
Newport, WA 99156

Part Time Consultant (50%)

Phone number: 509-447-3671

Years in Operation: 13

Graduate Foresters - 1

Professional Affiliation:

Society of American Foresters

Territory: Idaho, Montana, and Washington

Services Provided:

Forest land management, including silvicultural practices and stand improvement
Logging, engineering, including road layout
Timber inventory and appraisal
Timber acquisition and sales

Continuing Affiliation with Forest Products Industry?

Yes--Land manager for timber corporation

Don Wood — Full Time Consultant
Wood Forestry Services
Route 1, Box 123
Victor, MT 59875 — Phone number: 406-642-3818

Years in Operation: 6 — Graduate Foresters - 1

Professional Affiliation:
Society of American Foresters
Association of Consulting Foresters

Territory: Idaho, Montana, and Wyoming

Services Provided:

- Fire protection and prescribed burning
- Forest land management, including silvicultural practices and stand improvement
- Law and litigation
- Taxation
- Timber inventory and appraisals
- Urban forestry

Continuing Affiliation with Forest Products Industry?

None

Michael Tanchek — Full Time Consultant
Zeppelin-Big Sky Forestry Services
P. O. Box 699
Troy, MT 59935 — Phone number: 406-295-4173

Years in Operation: 2 — Graduate Foresters - 3

Professional Affiliation:
Society of American Foresters

Territory: Idaho and Montana

Services Provided:

- Christmas trees
- Cost and economic studies of forest operations
- Fire protection and prescribed burning
- Forest land management, including silvicultural practices and stand improvement
- Logging, engineering, including road layout
- Natural history interpretation
- Recreational land inventory and appraisals
- Reproduction surveys
- Timber inventory and appraisals
- Tree planting and reforestation

Continuing Affiliation with Forest Products Industry?

None

FACTORS AFFECTING STUMPAGE VALUES

The terms listed here are those factors that affect stumpage values. The intent here is to show how they affect this value--up or down. Accurate data for each is necessary to arrive at a fair market value.

GENERALLY:

1. Total Volume--With certain fixed costs, the higher the volume, the higher the stumpage values. (Fixed costs examples are: moving costs, set-up costs, licensing and depreciation).
2. Timber Quality--Trees which produce high quality lumber or veneer will bring a higher stumpage price.
3. Volume/Acre--A higher volume/acre means lower logging costs, thus, higher stumpage.
4. Logs/1000 Board Feet--(The number of 16' logs it takes to make 1000 board feet (MBF) of lumber.) The fewer the logs/MBF, the lower the logging costs, thus, the higher the stumpage value.
5. Development Costs--More roads, bridges and culverts means more development costs, thus, lower stumpage. However, road density must be weighed against skidding distances. If existing roads can be used, stumpage paid is usually higher.
6. Skidding Distances--The longer the skid, the higher the logging costs, thus, lower stumpage.
7. Topography--The more extreme the slope, (35%), the more difficult the logging, thus, higher logging costs and lower stumpage values.
8. Distance to the mill (hauling cost)--The further away the mill and the poorer the road conditions, the higher the hauling costs, thus, lower stumpage.
9. Lumber Prices--Higher lumber prices usually cause higher stumpage prices. Escalation and de-escalation clauses should be used in long term contracts.
10. End Product--A higher valued end product will allow payment of a higher stumpage price (lumber vs. studs, ties, house logs, transmission poles, etc.).
11. Special Contract Clauses--Special contract clauses requiring extra work (i.e., extra slash disposal, seeding, fencing, etc.) usually increase logging cost and lower stumpage values.
12. Contract Duration--Contracts lasting over longer periods allows the logger to take advantage of high market periods and generally will raise the stumpage value.
13. Hazard Reduction Withholding--If a fee is withheld from the loggers sale of logs at the mill for hazard reduction, it will usually mean an equal reduction in stumpage price.
14. Sale Planning--A well planned sale will usually bring a higher bid, as the logger has a better idea of what he is buying and under what conditions.
15. Demand--Stumpage value will increase with demand. The owner may want to consider waiting until demand is high before selling.

SUMMARY: Stumpage value = Lumber selling value - (Logging costs + milling costs + fair profit). However, the true value is what the HIGH BIDDER is willing to pay. Invitations to bid should be sent to mills as well as to loggers.

THINKING ABOUT SELLING TIMBER?

Here are a few pointers to help you:

1. Know what you are selling; know the volume and its value.
2. Request bids from potential buyers.
3. Ask for references.
4. Have a Timber Sale Contract containing the following:
    a. Volume to be sold by species
    b. Sale price by species and escalation clause
    c. Utilization specifications--i.e., all marked trees to a five inch top and a minimum of eight feet in length
    d. Beginning and ending dates
    e. Method of scale or basis of measurement
    f. Method of payment
    g. Cash performance bond equal to a fixed portion of the sale
    h. Slash disposal requirements
    i. Require contractor to have necessary insurance
    j. Road maintenance during and at end of sale
    k. Establishment of arbitration board, if necessary
    l. Other special requirements, such as restricting logging in calving areas
5. Administer your sale to make sure terms of the contract are being met.
6. Learn about and use long term capital gains treatment of timber income to reduce income taxes.
7. Consider the use of a professional consultant to do all of the above for you if you do not have the time to do so yourself.

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